

Message Text

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R 051746Z MAR 76

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY ALGIERS

AMEMBASSY AMMAN

AMEMBASSY ATHENS

USINT BAGHDAD

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMCONSUL CASABLANCA

AMEMBASSY DAMASCUS

AMEMBASSY DOHA

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMCONSUL JERUSALEM

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMCONSUL ORAN

AMEMBASSY RABAT

AMEMBASSY ROME

AMEMBASSY SANA

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

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E.O. 11652: N/A

TAGS: BEXP, ECON, XF, IT, GR, XI

SUBJECT: NEAR EAST AND NORTH AFRICAN COMMERCIAL CONFERENCE

REF: A) 288576 STATE B)1010479

1. IN RESPONSE TO POSTS' SUGGESTIONS WE ARE PLANNING SERIES OF WORKSHOPS FOR TUNIS CONFERENCE, THAT WILL INCLUDE WASHINGTON AND POST PARTICIPATION ON WORKSHOP PANELS. WE ENVISAGE 5 MINUTE OPENING STATEMENTS BY POST PANEL PARTICIPANTS, AFTER WHICH THE WORKSHOPS WILL BE OPEN FOR DISCUSSION BY THE GROUP AS A WHOLE. POST ASSIGNMENTS IN THIS MESSAGE SUPERCEDE ANY PRIOR ASSIGNMENTS. COMMERCE AND STATE BELIEVE INFORMAL WORKSHOP ARRANGEMENT WILL GREATLY FACILITATE WASHINGTON-FIELD DIALOG; AND MAKE FOR PRODUCTIVE CONFERENCE.

2. WE ARE PLANNING WORKSHOP ON BOYCOTT FOR TUESDAY P.M., AND REQUEST PECK (CAIRO), EBLAN (JIDDA), AND COLLINS (TEL AVIV) SERVE ON PANEL. PARTICIPANTS SHOULD BE PREPARED TO DISCUSS THE IMPACT OF BOYCOTT ON THEIR SUBMISSION OF BUSINESS OPPORTUNITIES, AND THE IMPACT ON TRADE WITH THEIR COUNTRIES.

3. WORKSHOP ON MAJOR PROJECTS IS SCHEDULED FOR WEDNESDAY A.M. AND DANIELS (JIDDA), BREWIN (TEHRAN) KILLOUGH (BAGHDAD), AND FINNERTY (ABU DHABI) ARE REQUESTED TO REPRESENT FIELD. AIM OF WORKSHOP IS TO DISCUSS MEANS OF IMPROVING ABILITY OF U.S. FIRMS TO SUCCESSFULLY COMPETE FOR MAJOR PROJECTS IN AREA AND DISCUSS PERFORMANCE BONDS, FIXED COST BIDDING ETC. POSTS SHOULD FIND PREVIOUSLY POUCHED HARVARD BUSINESS REVIEW ARTICLE BY DAN SEARBY USEFUL.

4. WORKSHOP ON CAGNE TRADE PROMOTION PROGRAMS AND EVENTS IS SCHEDULED FOR WEDNESDAY P.M. WE REQUEST BOGOSIAN (KUWAIT), DAHMLow (TEHRAN), LE FEAVER (ATHENS) AND MERRICK (CAIRO) REPRESENT FIELD. AIM OF WORKSHOP IS TO UNCLASSIFIED

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DEVELOP SOUNDEST INFORMATION ON WHICH TO SCHEDULE EVENTS, REVIEW PROBLEMS ASSOCIATED WITH SCHEDULING EVENTS IN MIDDLE EAST, REVIEW TRADE PROMOTION PRIORITIES, AND DISCUSS STATUS OF REGIONAL TRADE DEVELOPMENT OFFICE.

5. WORKSHOP ON OFFICE OF EXPORT DEVELOPMENT PROGRAMS IS SCHEDULED FOR THURSDAY A.M. REQUEST FISHER (CASABLANCA) COVER TOPICS A-E AND FLACK (ALGIERS) COVER TOPICS F-H PER

CONTENTS OF AIR POUCHED WILBOURN MEMORANDUM DATED
FEBRUARY 24. TEN MINUTES EACH WILL BE ALLOCATED.

6. WORKSHOP ON EXPORT EXPANSION PROGRAM OF OTHER AGENCIES
ALSO SCHEDULED FOR THURSDAY A.M. WE CURRENTLY ANTICIPATE
PRESENTATIONS BY EXIMBANK, OPIC, AND FCIA. REQUEST
TIMMONS (RABAT) AND WRIGHT (DAMASCUS) COMMENT ON FIELDS'
VIEW OF THESE PROGRAMS.

7. WORKSHOP ON COUNTRY COMMERCIAL PROGRAMS AND STRATEGIES
PLANNED FOR THURSDAY P.M. AIM IS TO DISCUSS CCP
PRIORITIES, ROLE OF JOINT COMMISSIONS AND BUSINESS COUNCILS,
AND EXCHANGES OF INFORMATION. REQUEST DOZIER (TEL AVIV),
DANIELS (JIDDA) AND WESTLEY (TEHRAN) REPRESENT FIELD.

8. WOULD APPRECIATE LOGAN (TUNIS) PRESENTING FIELD
SUMMARY AT CLOSE OF CONFERENCE. DETAILED AGENDA COVERING
FOREGOING AND OTHER PRESENTATIONS WILL FOLLOW.

9. EB/OCA WILL APPROVE SUMMARY REPORT IN
WASHINGTON FOLLOWING THE TUNIS CONFERENCE. TO ASSIST US
WITH THIS UNDERTAKING THE FOLLOWING OFFICERS ARE REQUESTED
TO ACT AS CONFERENCE RAPORTEURS FOR THE TIME PERIODS
INDICATED, AND TO HAVE THEIR REPORTS PREPARED PRIOR TO
THE END OF THE CONFERENCE: MARCH 30 A.M., COLBERT (ORAN);
MARCH 30 P.M., LIMBERT (DUBAI); MARCH 31 A.M., LUCIUS
(DHAHRAN); MARCH 31 P.M., ZIEL KOWSKI (KUWAIT); APRIL
1 A.M.; - 59** (JERUSALEM); APRIL 1 P.M., WARREN (OMAN).
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